

GSA RESPONSES TO INDUSTRY QUESTIONS ABOUT INTEGRATIONS

GSA appreciates the many comments and suggestions received. In addressing the questions, GSA's goal is to provide for an open and transparent process and to foster communication.

At this point, GSA does not have all the answers. Rather, it has identified a clear market need to develop an acquisition vehicle to reduce high risk contracting, make buying professional services easier, simplify data collection, and reduce duplicative contract vehicles.

Over the next several months, GSA will be working closely with several federal agencies to shape a more specific acquisition strategy. Industry will be provided progress updates and opportunities to share thoughts, ideas, and suggestions, at multiple points along the way.

Because there is not yet a fully shaped acquisition strategy, the answers provided below should be considered preliminary, and GSA explicitly notes that some, or even most, may change in coming months.

It should be noted that while Integrations will be a multi-agency multiple award task and delivery order contract, technically it will not be a "multi-agency contract" (MAC) MACs are task order contracts established consistent with the Economy Act. GSA has separate legal authority for this contract vehicle under The Federal Property and Administrative Services Act of 1949 and will not be developing this acquisition under Economy Act procedures.

GSA will use the Integrations Web page, www.gsa.gov/integrations, to provide status updates on key developments under the program. Industry should anticipate that there will be relatively little visible work in the Fall of 2011. Instead, much of the work will be working with interested agencies to begin defining key parts of the process, and direct work with stakeholders to ensure that the vehicle will address key issues. However, during this time period, GSA will provide monthly updates on progress on the Integrations Web page. GSA may also post periodic questions, as the planning process continues.

Industry should anticipate its next significant opportunity to provide input in the Winter/Spring of 2012, as the first key strawman documents, including the draft Request for Proposal (RFP), are developed. At this moment, GSA anticipates posting the final RFP in Summer 2012, but that may change as further preparation work is undertaken. Because a very significant level of interest is anticipated, the preliminary milestones call for an Integrations vehicle ready for use by Fall 2013, but GSA would certainly like to have the vehicle ready for use earlier than that.

To further dialogue between GSA and Industry, GSA plans to open a wiki on the Integrations Web page at a future date. However, in the interim, Industry should feel free to submit suggestions or ideas at any point to the Integrations email box at ciad.innovation@gsa.gov.

At this point, GSA is interested in Industry's input on the following question: What practical things should GSA do to streamline the evaluation process, while ensuring that there are meaningful discriminators?

1. Does GSA intend Integrations to function more as a Schedule-based vehicle or as a competitively-awarded GWAC? We believe that a vehicle that fosters greater participation and openness will encourage greater innovation from the contractor community.

Response: At this point, GSA is envisioning a different acquisition vehicle. While it will pull from the best practices of both schedules and GWACs, as currently envisioned it will have a very distinct identity. The overarching goals of Integrations include:

- Drive efficiencies;
- Leverage the government's buying power;
- Streamline the acquisition process for government and industry;
- Maximize opportunities for Small Businesses (SBs);
- Promote knowledge management and sharing of best practices;
- Reduce high risk contracting; and
- Provide a total GSA solution set to reduce duplicative contracting vehicles.

2. Would GSA consider a period of performance for the Integrations vehicle comprised of a five-year base, plus three five-year options?

Response: No. However, GSA is sensitive to crafting a period of performance that offers a profitable opportunity for industry and best value for the government. We will make this determination during acquisition planning.

3. Will there be an opportunity for using teaming partners in responding to the initial solicitation?

Response: Preliminarily, GSA intends to seek prime/subcontractor relationships to bring a total solution to the government. This strategy may change during acquisition planning.

4. Does GSA anticipate making awards in each of the professional services categories described in the initial announcement (and others), or is GSA planning to issue contracts that cover all the categories?

Response: The concept of Integrations is to provide for total solutions crossing over multiple discipline areas. As such, GSA does not envision making separate awards by professional service category. GSA intends to seek total solutions from each proposing firm including small businesses. This strategy may change during acquisition planning.

5. Will there be an “open enrollment” period each year, or will enrollment be on-going?

Response: No open enrollment period will be defined each year. Enrollment will not be on-going.

Instead, GSA is considering on-ramping; a process whereby the government unilaterally reserves the right to re-open the acquisition to allow additional firms to propose and be awarded contracts. It is anticipated that the government will assess the use of the vehicle, capacity of the existing contract awardees, and the need to refresh the competitive pool, prior to on-ramping. This strategy may change during acquisition planning.

6. How many and what type of Special Item Numbers (“SINs”) will be anticipated?

Response: Special Item Numbers will not be used as Integrations is not a Multiple Award Schedule. Contract Line Item Numbers (CLINs) will be used. The CLINs will be defined during acquisition planning.

7. Will there be set labor categories with descriptions, or will each contractor devise their own?

Response: It is expected that standard labor categories will be defined in the solicitation.

8. What SBA NAICS code does GSA intend to use for the Integrations solicitation, and would GSA consider allowing 51% of the small business participation to be met between both the small business prime and the small businesses that support that prime?

Response: The NAICS code will be identified during acquisition planning. Small businesses will not be required to submit subcontracting plans.

9. Will GSA consider using a NAICS code for this vehicle that allows for a larger size standard for small business for this Integrations vehicle, such as 541712, Research and Development?

Response: The NAICS code will be identified during acquisition planning. GSA will consider NAICS 541712 along with all others that are relevant to the acquisition.

10. As this Integrations project will be a solutions-based contract vehicle, will evaluation criteria of orders be primarily based upon “Best Value Trade-Off”?

Response: Yes. Further, evaluation at the task order level will be determined by the ordering agency.

11. Will GSA allow for all contract types, all regions, and a broad scope under Integrations?

Response: GSA expects to allow for all contract types. Industry response to regional awards indicated that they dramatically increase the cost of contract administration for little value; GSA may reconsider this strategy. GSA expects to provide a fairly broad scope for the primary professional service disciplines. The strategy regarding scope, contract types and regional awards may change further during acquisition planning.

12. The Integrations contract is targeted to fill a gap in the GSA offerings – integrated professional services solutions with cost based contracting. By GSA providing this government-wide option, OMB may have sound justification for denying requests for similar interagency and enterprise-wide contracts, thus reducing the proliferation of IDIQ contracts. Is this benefit intended to be part of the business case for Integrations?

Response: GSA hopes to build the vehicle of choice for these types of services through Integrations. If that occurs, GSA envisions agencies with a need for such services to use Integrations, rather than developing enterprise-wide vehicles.

13. Do you envision a large volume of classified work under Integrations? If so, it is requested that provisions are incorporated to allow for flexibility in the pricing of labor categories to accommodate high clearance levels.

Response: GSA will address this issue with the agency participants in the effort.

14. The Integrations Industry Day briefing indicated that GSA wants Integrations to have all the benefits of GWACs. One of the GWAC benefits cited in the briefing is: “Elite contractors who earn contract awards are prequalified through best value trade-off.” To ensure that only elite contractors are selected, does GSA plan to limit the number of awards, say to 20 or less?

Response: While GSA expects to award to best-in-class contractors, the number of awardees will be determined during acquisition planning and the acquisition itself.

15. Does GSA plan to use lessons learned and best practices from previously successful solicitations from all components of GSA (not just GSS)? Also, to ensure success of the Integrations contract, is GSA considering Best Practices from both a Government and Industry perspective, to include incentives (such as maximum flexibility) for industry to use the vehicle?

Response: GSA conducted an extensive business case and is taking the best practices identified by customers and industry, and those identified by the analyzing team when considering similar vehicles throughout GSA and across government. GSA would like Integrations to be considered a win-win-win by all parties.

16. To limit needless administrative costs has GSA considered specifying that organizational conflicts of interest (OCI) only be address at the task order level, rather than at both the prime and task level?

Response: GSA will consider this issue during acquisition planning.

17. What are those features or functions of existing contract vehicles (e.g. SeaPort-e, TABSS or others) which GSA would consider to be among the objectives of Integrations?

Response: The goals of Integrations include:

- Drive efficiencies;
- Leverage the government's buying power;
- Streamline the acquisition process for government and industry;
- Maximize opportunities for Small Businesses (SBs);
- Promote knowledge management and sharing of best practices; and
- Provide a total GSA solution set so that customers perceive GSA as the provider of choice.

Many of the features of similar acquisition vehicles were discussed in GSA's Industry Outreach videos. These can be viewed at www.gsa.gov/integrations.

18. Gaining industry support of Integrations would be significantly improved with the sharing of information regarding the vehicle. Once developed, can GSA provide

to industry the Business Case as well as the Acquisition Strategy and timelines for significant procurement milestones (e.g., draft solicitation, industry day(s)/due diligence, final solicitation, award)?

Response: GSA is committed to following a transparent process and providing industry with significant data to fully understand its requirements. Part of this does include keeping industry aware of key milestones.

19. In keeping with the intent of supporting complex, multi-disciplinary professional services, we believe that the scope of Integrations should allow for worldwide support. Is it GSA's intent to have that scope of coverage for Integrations and include that among the evaluation criteria?

Response: At this time, GSA intends that Integrations provide world-wide coverage.

20. We understand that Integrations would be intended for professional services and therefore would expect that the principal purpose of the vehicle would not be to furnish services in the United States through the use of service employees (defined to be other than any person employed in a bona fide executive, administrative, or professional capacity). Given what we expect to be the principal purpose of the contract vehicle, would GSA intend to not invoke the Service Contract Act at either the contract or task order levels?

Response: Integrations may allow for the flexibility of ancillary services in support of the primary purpose to be acquired. If that strategy remains during acquisition planning, the Service Contract Act may be required.

21. In order to promote a vehicle with ease of use, we believe that including any contract access/usage fees within the rates established at the vehicle level would be beneficial. Does GSA intend to require that fees be included within the established rates?

Response: This has been GSA's traditional model, but has not yet been discussed with Federal agencies.

22. The ability to identify and propose those subcontractors at the task order level that are required to deliver a solutions based approach for providing complex, multi-disciplinary professional services would seem to fit the model intended for Integrations. We believe that this would be achieved by allowing flexibility at the task order level with no vehicle level consent requirements and only evaluating the prime contractor for award of the contract vehicle. Does GSA support this approach for evaluating proposals and providing the Ordering CO with this level of discretion at the task order level?

Response: GSA will consider this approach during acquisition planning.

23. Given that complex requirements would be intended for task orders issued under Integrations, there may be a need for prime contractors to form a team to pursue such opportunities. Does GSA support this approach and would there be any consideration for factoring those scenarios into what would be considered realistic Subcontracting Plan goals?

Response: GSA will consider this approach during acquisition planning.

24. When will a solicitation be released for Integrations?

Response: GSA expects the draft solicitation to be released in Winter/Spring of 2012, and that the final RFP will be released in the Summer of 2012.

25. Does GSA anticipate that Integrations will have a defined closing date for proposal submissions (i.e., similar to GWACs), a perpetually open proposal submission period (i.e., similar to GSA Schedules), or a proposal period that opens and closes at certain intervals during the contract period of performance (i.e., similar to Navy SeaPort-e)?

Response: GSA expects to have a defined closing date for proposal submissions but reserves the right to on-ramp additional awardees should the need arise.

26. The services envisioned under Integrations are currently offered as commercial items through the Multiple Award Schedules program and one stated intent of Integrations is to allow cost reimbursement contract types for task orders. Since the FAR explicitly prohibits the procurement of commercial items on a cost reimbursement basis, how does GSA intend to permit the procurement of commercial items under cost reimbursement type arrangements without contravening the FAR? Or rather, is it GSA's plan to provide assistance (e.g., documentation, training) to procuring agencies regarding the contract types permissible under regulation for commercial items?

Response: Customers informed GSA that, depending on the requirement, they may consider these services to be commercial or non-commercial and asked that we allow for full flexibility of contract types. The commerciality decision will be made by the ordering agency. GSA intends to provide guidance as provided in the Federal Acquisition Regulation via an Ordering Guide for customers to make an informed determination.

27. What are the remaining steps required to complete, submit and obtain approval for the Integrations business case?

Response: GSA has completed the internal business case at this time. Upon approval of that business case, the next step is for the Integrations team to

sharpen and focus the business case to submit to the Office of Management and Budget and to share with other Federal agencies.

28. When does GSA anticipate that the business case will be approved?

Response: GSA will look for approval prior to posting the final RFP in the Summer of 2012.

29. What criteria were used to select the types of professional services anticipated under Integrations?

Response: GSA reviewed data from USASpending and also relied upon information provided by the GSA's Assisted Acquisition Service (AAS) regarding customers who typically could not use GSA vehicles for a solution.

30. Will GSA consider including human capital services and environmental consulting services in the group of professional services offered under Integrations?

Response: GSA expects to provide for some flexibility in ancillary services in support of the primary purpose under Integrations. These services might be acquired through that mechanism.

31. Will contractors be required to meet all service areas (i.e., financial services, program management and consulting, professional engineering services, logistics services and information technology services) envisioned under the contract? If yes, will contractors be allowed to establish teams to meet this requirement?

Response: Yes. GSA expects to allow for prime/subcontractor teams in acquiring total solutions. It is not expected that joint ventures will be allowed.

32. Which GSA organization(s) has or will have responsibility for soliciting, awarding and managing the Integrations contract?

Response: GSA expects to take a partnering approach in soliciting, awarding and managing the Integrations contracts. Subject matter experts from throughout the organization are likely to participate.

33. Will a copy of the final business case be made publicly available?

Response: GSA is committed to following a transparent process and providing industry with significant data to fully understand its requirements. Until the final version of the business case is prepared for OMB approval, GSA cannot determine how much of it to release.

34. Does GSA plan to hold one or more additional industry days?

Response: GSA will post monthly updates for industry on the Integrations Web page. The next planned stage for industry comment is at the draft RFP stage estimated for Winter/Spring 2012.

35. What is the anticipated ceiling of this vehicle?

Response: The ceiling of the Integrations vehicle will be determined during acquisition planning.

36. We see benefits to awarding to a limited pool of qualified contractors. These include, but are not limited to ease of task order evaluation; simplified communication between industry and GSA; faster evaluation and award of task orders; ease of metric collection and reporting. What is the anticipated number of awards?

Response: See the response to question 14 above.

37. What is the planned solicitation and award schedule?

Response: GSA plans to issue the Integrations solicitation in the Summer of 2012 and anticipates that the contract will be ready for use by Fall 2013. Periodically check the Integrations Web page at www.gsa.gov/integrations for updates.

38. What will be the contract type – GWAC, MAC, IDIQ? We suggest using a contract type that allows BPAs to permit maximum flexibility for Customers.

Response: The contract type is expected to be an Indefinite Delivery/Indefinite Quantity multiple award task and delivery order contract. Generally, blanket purchase agreements are not allowed under such vehicles but we will continue to seek a solution in this area. This strategy may change during acquisition planning.

39. An advantage of Schedules 70 and 84 are that state and local customers can use via cooperative purchasing. Is the Integrations contract vehicle anticipated to be available to state and local?

Response: It is not expected that Integrations will service state and local entities at this time.

40. There are high small business goals set for the full and open GWACs. However, end user agencies do not receive small business credit when procuring work under the full and open GWACs. What will be the small business approach for the Integrations contract?

Response: Agencies do receive credit for direct procurement dollars to small business under GWACS but not for subcontracted dollars.

The GWACs also establish high small business subcontracting goals.

The issue of credit for subcontracting at the task order level is the subject of on-going conversations, and GSA is interested in seeing resolution.

41. You can purchase both services and products through the Schedules, and some GWACs are tailored more to services while others are tailored more to products. Will Integrations be designed to weigh more on services, products or both? It would be beneficial to be able to purchase services and products separately as needed.

Response: Integrations is primarily a service acquisition vehicle. However, equal or ancillary IT components (products or services) and ancillary items (products and services) in support of the primary purpose of the acquisition will also be allowed.

42. Is it GSA's intent to have a minimum dollar threshold amount for Integrations task orders?

Response: It is likely a minimum dollar threshold will be established. This will be determined during acquisition planning.

43. What does GSA anticipate that the contract management fee will be for the Integrations acquisition?

Response: At this time, it is not expected that the Contract Access Fee will exceed .75%.

44. How many base and follow on years does GSA anticipate GSA Integrations to have upon award?

Response: This determination will be made during acquisition planning. GSA is considering addressing option years on an award term basis.

45. Will GSA consider subcontractor qualifications and past performance as part of the Prime Contractors qualifications during evaluations? What will be the proposed subcontracting goals for this RFP?

Response: GSA will likely consider subcontractor qualifications and past performance as part of the prime contractor's qualification during evaluations. GSA intends to maximize the opportunity for small business in the Integrations acquisition and will likely show preference to firms offering aggressive small business subcontracting goals.

46. What is the impact to the planning for the GSA Integrations program of the recent announcement that a 15-percent decrease in the use of management support services, particularly professional services contracts, should be accomplished by fiscal 2012?

Response: GSA considered this decrease during analysis of its business case and believes that it points to opportunities for the reduction in duplicative contract vehicles.

47. Please describe the inter-relationship among the following GSA vehicles and Integrations: MOBIS, PES, LogWorld, Alliant, Alliant Small Business, Schedule IT70, Networx, NS2020, and Connections II. How does GSA envision agencies will determine the best vehicle to fit their mission needs?

Response: Just as the GWACs (such as Alliant and Alliant Small Business) and the multi-agency multiple award contracts complement IT Schedule 70, Integrations will complement the professional service schedules. Its target market is represented by customers who historically do not use GSA programs to acquire these solutions. GSA is planning to develop decision matrices to assist customers in determining the best GSA solution for a particular need.

48. Will GSA exercise a streamlined procurement process for Integrations? If so, how will it differ from the traditional process?

Response: There is a very large pool of potential providers, and GSA is focused on awarding to the best of the best. GSA is always open to thoughts and suggestions for further streamlining in the acquisition process. Please provide your thoughts in the short term to the Integrations email box at ciad.innovation@gsa.gov, and in the future, once its created, to the Integrations wiki.

50. If GSA proposes on and off ramps for Integrations, under what conditions will on and off ramps be exercised? Will they differ from Alliant? If so, how?

Response: On-ramping is a process whereby the government unilaterally reserves the right to re-open the acquisition to allow additional firms to propose

and be awarded contracts. Under Integrations, it is anticipated that the government will assess the use of the vehicle, capacity of the existing contract awardees, and the need to refresh the competitive pool, prior to on-ramping. This strategy may change during acquisition planning.

Achievement towards performance metrics and contract compliance will determine whether off-ramping occurs.

51. There are benefits and risks related to a functionally defined work statement versus a traditional SOW approach. What is GSA thinking as it pertains to these two different approaches?

Response: Because a major goal of this acquisition is to reduce high-risk contracting, GSA is good with agencies using either approach at the task order level. Clearly, the greatest benefits are in performance based SOWs, when they can be effectively used. Over time, GSA hopes to build a library of best SOWs to share with Federal agencies.

52. How many Integrations awards does GSA anticipate making?
- i. How many awards are anticipated for large and mid size business?
 - ii. How many awards are anticipated for small business?

Response: See the response to Question 14 above.

53. GSA referenced Seaport-e in its briefing to industry. What Seaport-e features does GSA anticipate replicating in Integrations and what additional features does GSA plan to introduce to differentiate it from Seaport-e?

Response: Some of the best practices under the Navy SeaPort-e and GWAC models were discussed during the Industry Overview Web cast that is located at www.gsa.gov/integrations. GSA will better define the best practices it will replicate in Integrations during acquisition planning.

54. Does GSA plan to introduce an effective and efficient approach to handle ODC's in Integrations? If so, what approach is being considered?

Response: GSA intends to use the full flexibility offered by a number of contract clauses in Integrations to allow ODCs to be added at the task order level.

55. Does GSA anticipate including an ability to add unique labor categories and rates at the Task Order level without prior approval at the contract management level?

Response: GSA will consider this flexibility during acquisition planning.

56. What roles are the FAS ITS organization and GSA Regions playing with GSS in the shaping of GSA Integrations?

Response: All areas within the FAS organization are working together to develop Integrations. It is intended that that partnership will continue throughout the acquisition.

57. What market research (focus groups with key agency customers, etc.) has been conducted to assess customer demand?

Response: Five customer focus groups were conducted with ten customer agencies. Additionally, interviews were conducted with the FAS Assisted Acquisition Services organization who services the needs of all GSA customer agencies.

58. What role are customer agencies playing in the development of this procurement?

Response: GSA expects to develop a Commodity Team made up of program and acquisition experts from customer agencies to develop the Statement of Work, scope the solicitation, and craft performance metrics and evaluation criteria. Subject matter experts from customer agencies will likely also participate in the evaluation process.

59. How is GSA leveraging the important “lessons learned” from the experiences and successes with other GSA contracts, e.g., Alliant and Alliant Small Business.

Response: The Integrations Team has conducted extensive research to identify lessons learned from previous acquisitions including the GWACs. GSA is using this information to craft a careful acquisition strategy to mitigate risks.

60. How does GSA plan to market the value of Integrations to the Federal Agencies and Departments?

Response: GSA is in the midst of developing its marketing strategy and business plan.

61. What is the anticipated contract duration – base plus option years for Integrations?

Response: See GSA’s response to Question 2 above.

62. Will GSA provide delegations for Agencies to independently compete task orders or will task orders only be exercised by GSA assisted acquisition support personnel?

Response: GSA will provide procurement delegations of authority to agency Contracting Officers who have completed training and are warranted.

63. The complexity of Integrations suggests that GSA has plans for a vigorous management oversight function to ensure that the contract is used correctly and consistently. How does GSA plan to manage the use of Integrations across the enterprise?

Response: GSA is in the midst of developing its business plan and marketing strategy. Risks associated with the use of Integrations are being addressed in those plans as well as the acquisition plan.

64. What are the expected fees for Integrations and will fees be capped similar to Alliant?

Response: See GSA's response to Question 43. Caps regarding fees will be decided during acquisition planning.

65. Most traditional large professional services companies do not typically provide products through their GSA schedule(s), this can make it difficult to provide a "total solution" under a GSA schedule. Will the Integrations MAC be created in such a manner that would allow companies to provide any necessary product(s) in support of the requirements, regardless of value?

Response: As stated in the Industry Overview Web cast on slide 8, Integrations is intended to provide total solutions for agencies government-wide. Slide 5 identifies that IT requirements will be equal or ancillary to the professional service requirement. GSA will organize a Commodity Team to craft the statement of work and solicitation. Whether there will be limitations beyond the equal or ancillary IT qualifier, and what those might be, will be determined by the Commodity Team and will be reflected in a draft solicitation to be provided via FedBizOpps at a future date.

66. How will GSA determine the scope of Integrations? To what degree will Offerors have to qualify under Integrations? Will a Prime have to be able to cover all areas identified?

Response: The scope of Integrations will be determined by the Commodity Team identified in the answer to the previous question. It is anticipated that GSA will require firms to provide a total solution. This strategy may change during acquisition planning.

67. Please confirm that GSA Integrations will allow each company to bid cost plus and cost-based contracts/task orders.

a) Please confirm that CPFF task orders will be bid and priced in accordance with each Offerors' disclosed accounting practices, and current DCAA-

disclosed direct and indirect rates, acknowledging that Offerors' disclosed practices may vary.

- b) Please confirm that CPFF task orders will follow the instructions set forth in FAR 15.408 (Cost Summary by Cost Element).

Response: GSA will consider these concerns during acquisition planning. The intent at this time is to allow for all contract types at the task order level. FAR requirements associated with that strategy will be followed.

68. Other GWACs and IDIQs that do a large volume of cost-plus task orders (e.g. Seaport) do not have established labor category rates at the contract level. This approach allows for bidding to be strictly in accordance with DCAA-disclosed rates and methods; allows the focus to be on the individuals and specific labor categories bid in response to specific requirements; and for competition to be the motivation for competitive rates. Will GSA employ a similar approach for Integrations?

Response: This comment is duly noted and will be considered during acquisition planning.

69. Given the vast array of possible functions that GSA Integrations is focused on, flexibility appears to be the heart of this contract. Is it, therefore, the Government's intention that T&M contracts provide this same approach to flexibility to allow Offerors to meet any type of requirement to include strategies like – the ability to add additional labor categories at the task order level, etc...?

Response: The ability to add additional labor categories at the task order level is one of the best practices identified of GWACs. The Commodity Team will consider this flexibility during acquisition planning.

70. In the slide deck provided at Industry Day, there is a statement that says that Integrations may incorporate a "mechanism to transition cost reimbursable TOs to Fixed Price" – please clarify how and when this mechanism will be applied.

Response: The mechanism to transition cost-reimbursable task orders to fixed-price is one of the best practices of the SeaPort-e acquisition. It is anticipated that the Commodity Team will structure this mechanism during acquisition planning.

71. Noting GSA's stated desire to ensure flexibility and to potentially cover contract types from cost- plus to FFP, please clarify what mechanisms will be placed in

the contract to enable this. How does GSA anticipate addressing the risk component of contract pricing, for example, converting from Cost to Fixed Price?

Response: Please see GSA's responses to questions 69 and 70.

72. Please confirm the scope of Integrations is to cover multiple professional services capabilities through one contract with different labor categories to cover the different types of work.

Response: Integrations represents a potential next-generation, government-wide multiple award IDIQ task and delivery order contract for complex, integrated professional services. GSA expects to offer these services under a single acquisition using standardized labor categories. This strategy may change during acquisition planning.

73. Socio-economic goals – many small businesses do not have an accounting system that will meet Integrations criteria. Has GSA taken this into consideration? Does GSA plan on issuing an Integrations Small Business MAC?

Response: In this early stage of the Integrations initiative, GSA recognizes the exemption at 48 CFR 9903-201.1(b) of contracts and subcontracts with small businesses from CAS requirements. GSA also recognizes the Federal Acquisition Regulation requirement at Subpart 16.104(i) for Contracting Officers to evaluate the adequacy of a contractor's accounting system for the purposes in that subpart before selecting contract type. GSA anticipates that the question of accounting systems will be further examined by the task order contracting officer at the task order level when selecting contract type, considering both large and small business competitors. GSA recognizes the critical role of a successful small business strategy and is examining how it can use the authority of the Small Business Jobs Act to develop a single acquisition providing opportunities for large and small businesses alike.

74. Please confirm that Integrations will include contract marketing requirements for both the Government and Industry, as marketing is one of the keys to success for this type of vehicle.

Response: The marketing requirement under the GWACs is an identified best practice.

75. Please confirm that, consistent with other MACs and GWACs, any T&M rates established at the contract level will be considered “benchmark rates” as opposed to “ceiling rates”, thus allowing task order pricing to more accurately reflect specific task order requirements.

Response: Pricing issues will be finalized during acquisition planning. Note that technically, Integrations will neither be a MAC nor a GWAC.

76. Please explain the significance of the Strategic Sourcing portion of the Industry Day? How does GSA intend to apply Strategic Sourcing to Integrations?

Response: The Industry Day Overview discusses the benefits of strategic sourcing. Details regarding utilizing strategic sourcing-like features in Integrations will be finalized during acquisition planning, but elements ranging from hosting a Commodity Team, collecting and understanding spend data, and providing for a government-wide solution all hit features of strategic sourcing.

77. Will GSA allow Contractor Teaming Arrangements (CTAs) under Integrations?

Response: As currently envisioned, no. Customers have requested that total solutions be provided through prime/subcontractor teaming arrangements only.